

OTB DEPARTMENT REPORT  
Activity: Class 0053  
UserID: 'RAYL'  
Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)	EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)
August-00	\$8,631,589	\$1,734,905	\$0	\$24,390	\$0	\$3,021	\$1,494,350	\$8,844,733	\$8,871,030	\$26,297
September-00	\$8,844,733	\$1,581,986	\$0	\$20,897	\$0	\$4,032	\$1,759,694	\$6,642,097	\$8,935,700	\$293,603
October-00	\$8,642,097	\$592,218	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099	\$7,579,459	\$9,353,890	\$1,774,431
November-00	\$7,579,459	\$435,480	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946	\$6,261,726	\$9,875,040	\$3,613,314
December-00	\$6,261,726	\$0	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772	\$3,858,861	\$9,104,530	\$5,245,669
January-01	\$3,858,861	\$0	\$4,031	\$0	\$0	\$2,971	\$1,801,433	\$2,050,426	\$9,012,500	\$6,962,074
February-01	\$9,264,921	\$0	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106	\$9,284,159	\$9,324,000	\$8,943,036
March-01	\$9,326,516	\$0	\$0	\$0	\$0	\$3,243	\$1,801,438	\$9,370,479	\$9,245,000	\$9,245,000
April-01	\$9,373,722	\$0	\$0	\$9,086	\$0	\$2,165	\$1,743,327	\$9,440,653	\$9,378,600	\$9,378,600
May-01	\$9,451,904	\$0	\$0	\$0	\$0	\$3,198	\$1,801,438	\$9,569,508	\$9,458,900	\$9,458,900
June-01	\$9,572,706	\$0	\$31,093	\$12,094	\$0	\$2,356	\$1,743,327	\$9,259,896	\$9,210,020	\$9,210,020
July-01	\$9,305,439	\$0	\$0	\$0	\$0	\$2,642	\$1,801,438	\$9,171,738	\$9,198,000	\$9,198,000

Figure 1

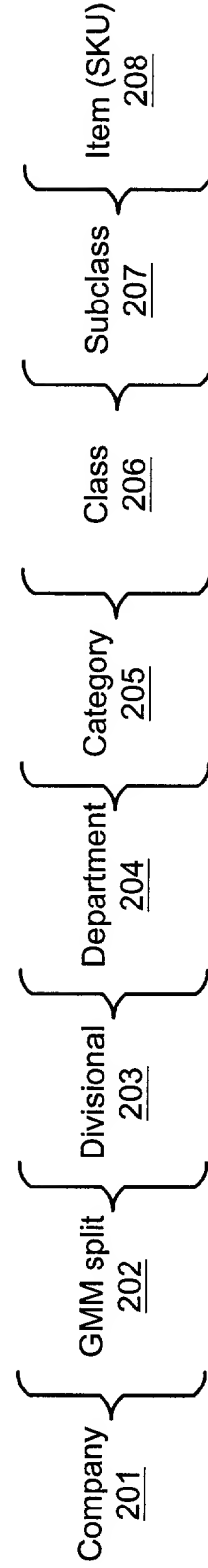


Figure 2

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OTB ITEM REPORT

Activity: Class 0053  
UserID: 'RAYL'  
Report date: 8/6/2000

SKU number	SKU Description
90421	15 - 34 Mens White Pinpoint Oxford Shirt
90421	15 - 34 Mens White Pinpoint Oxford Shirt
90421	15 - 34 Mens White Pinpoint Oxford Shirt
90421	15 - 34 Mens White Pinpoint Oxford Shirt
90421	15 - 34 Mens White Pinpoint Oxford Shirt
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90421	15 - 34 Mens White Pinpoint Oxford Shirt
90421	15 - 34 Mens White Pinpoint Oxford Shirt

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Month	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)
August-00	\$198,527	\$198,527	\$40,594	\$0	\$0	\$561	\$0
September-00	\$204,120	\$204,120	\$41,756	\$0	\$0	\$481	\$0
October-00	\$204,830	\$204,830	\$45,287	\$0	\$205	\$253	-\$1,155
November-00	\$212,055	\$212,055	\$0	\$44,244	\$311	\$481	\$0
December-00	\$171,731	\$215,975	\$0	\$28,019	\$1,375	\$695	\$0
January-01	\$116,465	\$188,729	\$0	\$34,967	\$93	\$0	\$0
February-01	\$74,871	\$182,102	\$0	\$38,840	\$347	\$572	\$0
March-01	\$36,473	\$182,544	\$0	\$42,519	\$0	\$0	\$0
April-01	\$0	\$183,556	\$0	\$41,895	\$0	\$209	\$0
May-01	\$0	\$185,095	\$0	\$44,212	\$0	\$0	\$0
June-01	\$0	\$187,800	\$0	\$33,949	\$715	\$278	\$0
July-01	\$0	\$180,605	\$0	\$38,419	\$0	\$0	\$0

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Figure 3A

Other Discounts (dollars)	Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)
\$69	\$34,370	\$204,120	\$204,120
\$93	\$40,473	\$204,830	\$204,830
\$49	\$38,711	\$212,055	\$212,055
\$112	\$39,421	\$171,731	\$215,975
\$139	\$53,056	\$116,465	\$188,729
\$68	\$41,433	\$74,871	\$182,102
\$55	\$37,423	\$36,473	\$182,544
\$75	\$41,433	\$0	\$183,556
\$50	\$40,097	\$0	\$185,095
\$74	\$41,433	\$0	\$187,800
\$54	\$40,097	\$0	\$180,605
\$61	\$41,433	\$0	\$177,530

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Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)
\$205,000	\$880	\$880	\$4,058
\$205,615	\$785	\$785	\$4,326
\$215,025	\$2,970	\$2,970	\$3,014
\$230,010	-\$30,210	\$14,035	\$0
\$207,471	-\$53,521	\$18,742	\$0
\$209,094	-\$80,239	\$26,992	\$0
\$212,350	-\$116,265	\$29,806	\$0
\$214,474	-\$157,672	\$30,918	\$0
\$216,618	-\$216,618	\$31,523	\$0
\$218,784	-\$218,784	\$30,985	\$0
\$220,972	-\$220,972	\$40,367	\$0
\$223,182	-\$223,182	\$45,652	\$0

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Figure 3B

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OTB DEPARTMENT REPORT  
Activity: Class 0053  
UserID: 'RAYL'  
Report date: 8/6/2000

Month	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)
August-00	\$8,631,589	\$8,631,589	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021
September-00	\$8,844,733	\$8,874,769	\$1,581,986	\$233,501	\$0	\$20,897	\$0	\$4,032
October-00	\$8,642,097	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109
November-00	\$7,579,459	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875
December-00	\$6,261,726	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054
January-01	\$3,858,861	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971
February-01	\$2,050,426	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391
March-01	\$380,964	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243
April-01	\$0	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165
May-01	\$0	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198
June-01	\$0	\$8,195,751	\$0	\$1,476,060	\$31,093	\$12,094	\$0	\$2,356
July-01	\$0	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642
410	↑	411	↑	414	↑	416	↑	418
			413		415		417	

Figure 4A

Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)
\$1,494,350	\$8,844,733	\$8,874,769
\$1,759,694	\$8,642,097	\$8,905,633
\$1,683,099	\$7,579,459	\$9,250,317
\$1,713,946	\$6,261,726	\$9,420,776
\$2,306,772	\$3,858,861	\$8,236,131
\$1,801,433	\$2,050,426	\$7,948,014
\$1,627,106	\$380,964	\$7,967,252
\$1,801,438	\$0	\$8,011,216
\$1,743,327	\$0	\$8,078,147
\$1,801,438	\$0	\$8,195,751
\$1,743,327	\$0	\$7,882,940
\$1,801,438	\$0	\$7,749,240
419	↑	420
		421

Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)
\$8,871,030	\$26,297	-\$3,739
\$8,935,700	\$293,603	\$30,067
\$9,353,890	\$1,774,431	\$103,573
\$9,875,040	\$3,613,314	\$454,264
\$9,104,530	\$5,245,669	\$868,399
\$9,012,500	\$6,962,074	\$1,064,486
\$9,324,000	\$8,943,036	\$1,356,748
\$9,378,600	\$9,245,000	\$1,233,784
\$9,378,600	\$9,378,600	\$1,300,453
\$9,458,900	\$9,458,900	\$1,263,149
\$9,210,020	\$9,210,020	\$1,327,080
\$9,198,000	\$9,198,000	\$1,448,760
422	↑	424
	423	

Lost Sales (dollars)
\$176,443
\$188,078
\$131,064
\$20,712
\$1,781
\$6
\$0
\$0
\$0
\$0
\$0
\$0
\$0
\$0
\$0
\$0
\$0
\$0
425

Statistical Overstock (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)
\$2,780,855	\$484,905	\$426,819
\$2,864,784	\$531,986	\$617,647
\$2,673,907	\$357,218	\$210,759
\$2,573,306	\$215,480	\$94,539
\$2,244,494	\$125,289	\$92,350
\$2,406,190	\$87,930	\$46,449
\$2,412,804	\$0	\$0
\$2,369,028	\$0	\$0
\$2,443,946	\$0	\$0
\$2,561,743	\$0	\$0
\$2,298,062	\$0	\$0
\$2,170,372	\$0	\$0
426	↑	427
		428

Figure 4B

### Figure 5B

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OTB DEPARTMENT REPORT  
Activity: IBS Dept 12 OTB  
UserID: 'AP01C'  
Report date: 5/5/2001

Fiscal Year	Fiscal Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	PERM Markdown (dollars)	Promo Discount (dollars)	Other Change (dollars)	SRP Change (dollars)	Production Need (dollars)	Change In Total Unfilled Production Need (dollars)
2002	3	\$14,743,015	\$2,557,658	\$0	\$0	\$21,568	\$0	\$0	\$163,322	\$0
2002	4	\$14,071,372	\$2,566,047	\$0	\$316,663	\$91,417	\$0	\$0	\$202,332	\$83,293
2002	5	\$12,470,927	\$5,879,262	\$1,600,224	\$0	\$150,951	\$0	\$0	\$789,079	-\$34,404
2002	6	\$15,559,873	\$1,698,072	\$1,133,130	\$0	\$49,631	\$0	\$0	\$1,956,573	-\$48,889
2002	7	\$12,497,152	\$561,180	\$1,957,469	\$0	\$59,185	\$0	\$0	\$699,698	\$0
2002	8	\$11,273,057	\$1,055,532	\$2,401,040	\$0	\$10,756	\$0	\$0	\$0	\$0
2002	9	\$11,858,582	\$353,820	\$3,767,586	\$0	\$13,369	\$0	\$0	\$0	\$0
2002	10	\$12,787,073	\$353,820	\$3,914,370	\$0	\$28,868	\$0	\$0	\$0	\$0
2002	11	\$12,286,697	\$353,820	\$3,132,084	\$0	\$763	\$0	\$0	\$0	\$0
2002	12	\$12,119,963	\$250,140	\$2,912,406	\$0	\$0	\$0	\$0	\$0	\$0
2003	1	\$11,732,325	\$0	\$1,987,760	\$0	\$0	\$0	\$0	\$0	\$0
2003	2	\$11,076,576	\$0	\$2,558,016	\$0	\$0	\$0	\$0	\$0	\$0

Figure 6A

All Stores	Sales (dollars)	Revenue Budget (dollars)	Inventory at End (dollars)
	\$2,973,852	\$2,816,928	\$14,071,372
	\$3,639,373	\$2,432,167	\$12,470,927
	\$3,416,106	\$2,517,575	\$15,559,873
	\$3,838,831	\$2,905,285	\$12,497,152
	\$2,983,861	\$1,936,876	\$11,273,057
	\$2,860,291	\$1,976,235	\$11,858,582
	\$3,179,547	\$3,399,624	\$12,787,073
	\$5,739,698	\$6,804,840	\$11,286,697
	\$2,651,875	\$1,956,154	\$12,119,963
	\$3,550,184	\$2,724,119	\$11,732,325
	\$2,643,510	\$0	\$11,076,576
	\$2,632,780	\$0	\$11,001,811

Figure 6B

Present Inventory Budget (dollars)	Actual OTB (dollars)	Stat OTB (dollars)
\$14,000,000	-\$71,372	-\$71,372
\$12,200,000	-\$270,927	-\$270,927
\$15,800,000	-\$1,360,097	\$240,127
\$12,200,000	-\$3,030,506	-\$297,152
\$11,400,000	-\$4,563,880	\$126,943
\$12,000,000	-\$6,950,446	\$141,418
\$13,000,000	-\$10,648,522	\$212,927
\$11,500,000	-\$11,146,522	\$213,303
\$12,300,000	\$12,080,000	\$180,037
\$11,900,000	\$11,735,000	\$167,675
\$11,300,000	\$11,251,000	\$223,424
\$11,300,000	\$11,279,990	\$298,189

Lost Sales (dollars)	Total Unfilled Production Need (dollars)
\$206,608	\$0
\$80,258	\$83,293
\$42,402	\$48,889
\$128,337	\$0
\$77,950	\$0
\$284,635	\$0
\$151,491	\$0
\$63	\$0
\$24	\$0
\$28	\$0
\$27	\$0
\$27	\$0

Statistical Overstock (dollars)	Available Statistical Overstock Above MOQ (dollars)
\$1,203,852	\$0
\$839,028	\$0
\$521,969	\$0
\$320,984	\$0
\$220,897	\$0
\$18,984	\$0
\$1,003	\$0
\$59	\$0
\$24	\$0
\$28	\$0
\$27	\$0
\$27	\$0